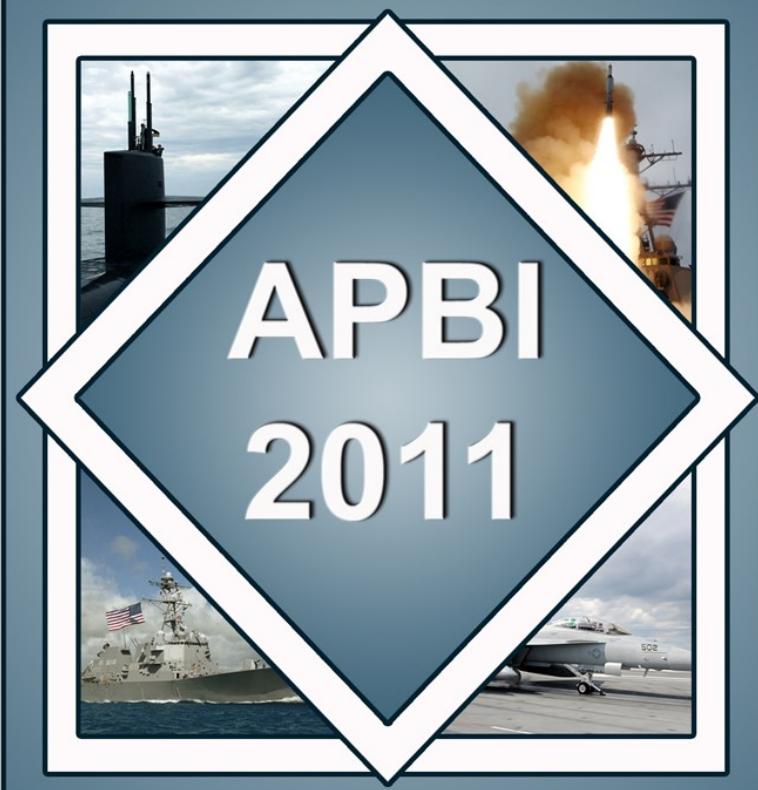




Naval Surface Warfare Center Crane Division

Advance Planning Briefings for Industry



"Warfighter Success - Supporting the Warfighter"

NSWC CRANE
29 MAR 2011
Reggie Joslin
Office of Small Business Programs

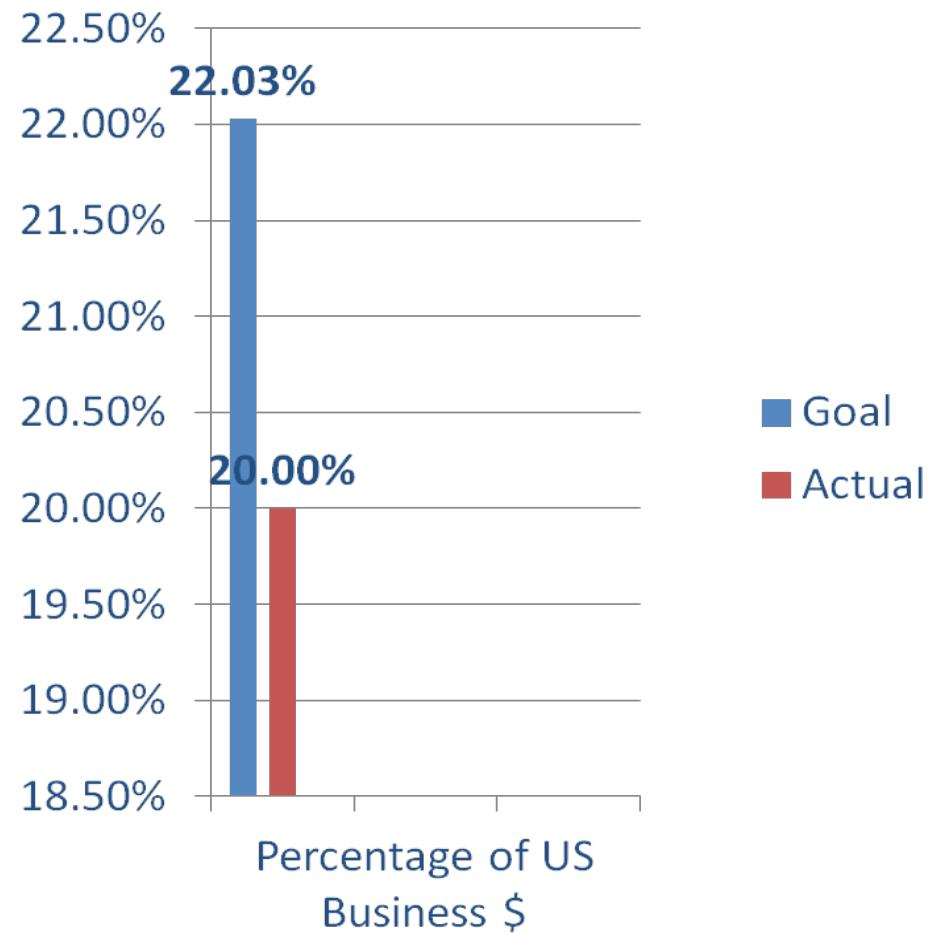
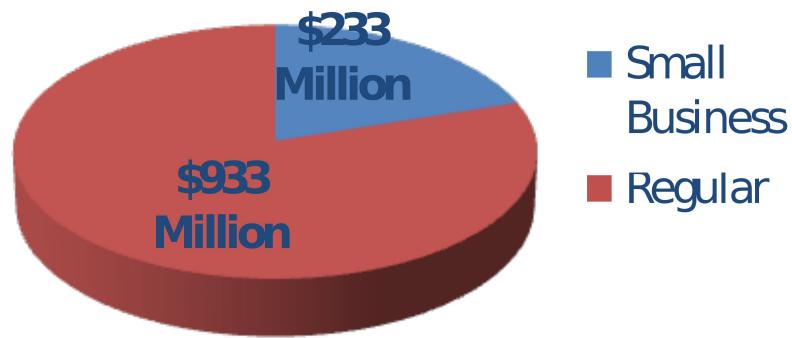
SMALL BUSINESS PROGRAMS

- **NSWC Crane is committed to Maximizing Small Business Opportunities in Support of the Warfighter.**
- **NSWC Crane supports entrepreneurs and their innovative spirit.**
- **Achieving optimum small business participation by seeking small business solutions first.**

NSWC CRANE CONTRACT AWARDS FY10

as of January 18, 2011

**U.S. Business Total \$1.67
Billion**

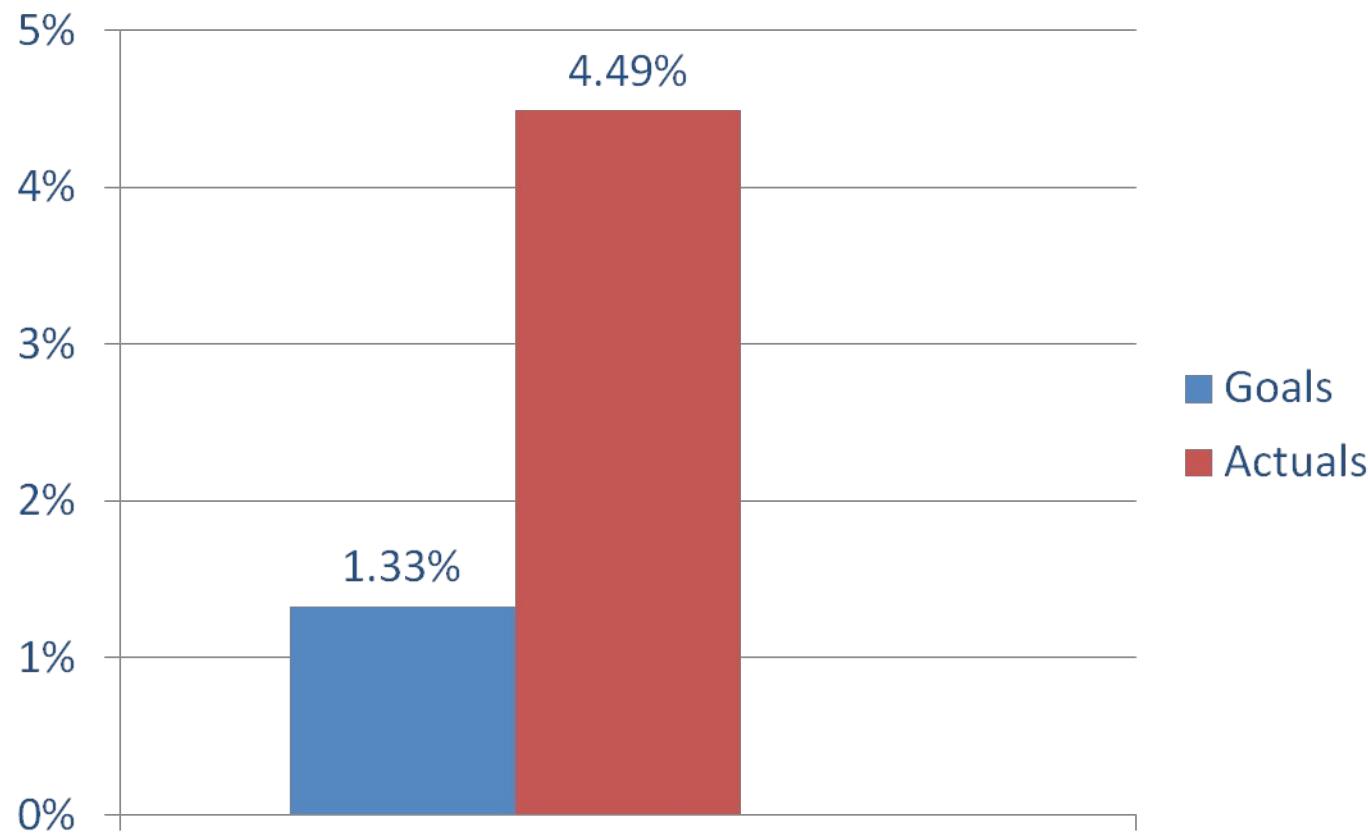


FY10 NSWC CRANE

SMALL, DISADVANTAGED BUSINESS AWARDS

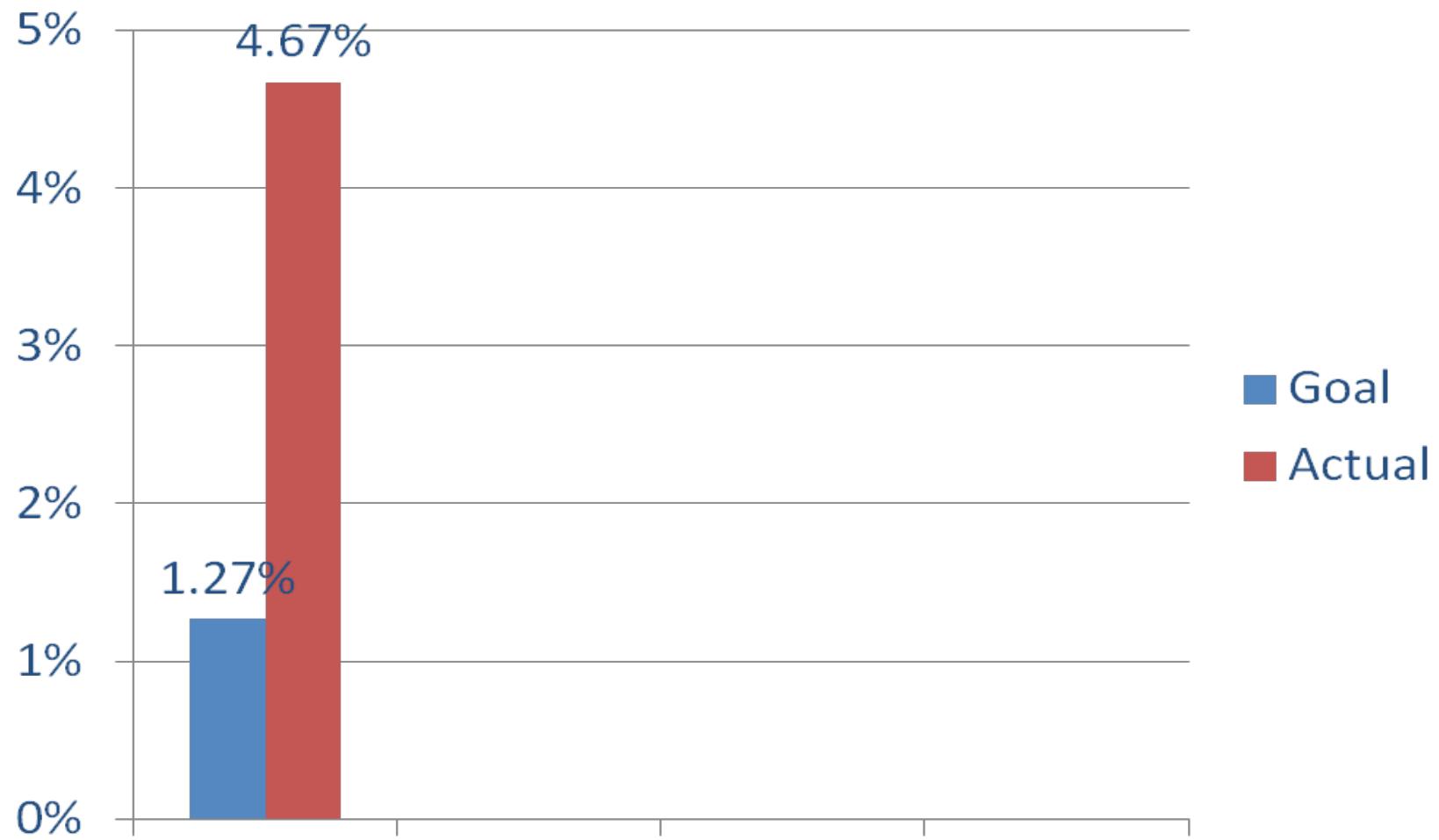
FY 10 SDB (\$52.4 Million)
January 18, 2011

As of



FY10 NSWC CRANE WOMEN-OWNED SMALL BUSINESS AWARDS

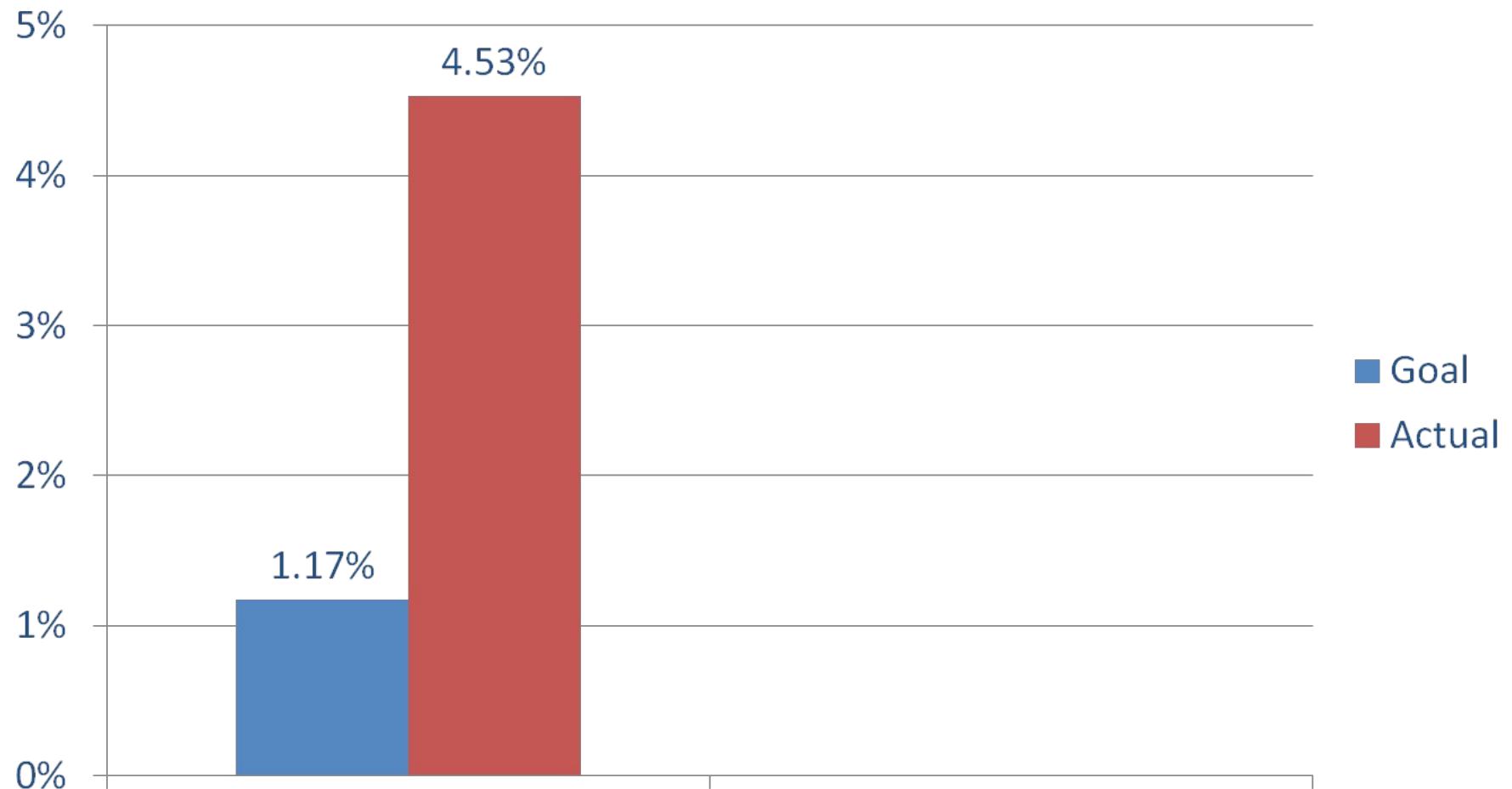
FY10 NSWC CRANE WOSB (\$54.4 Million) of January 18, 2011



FY10 NSWC CRANE HUBZONE (\$52.7 Million)

As of January

18, 2011

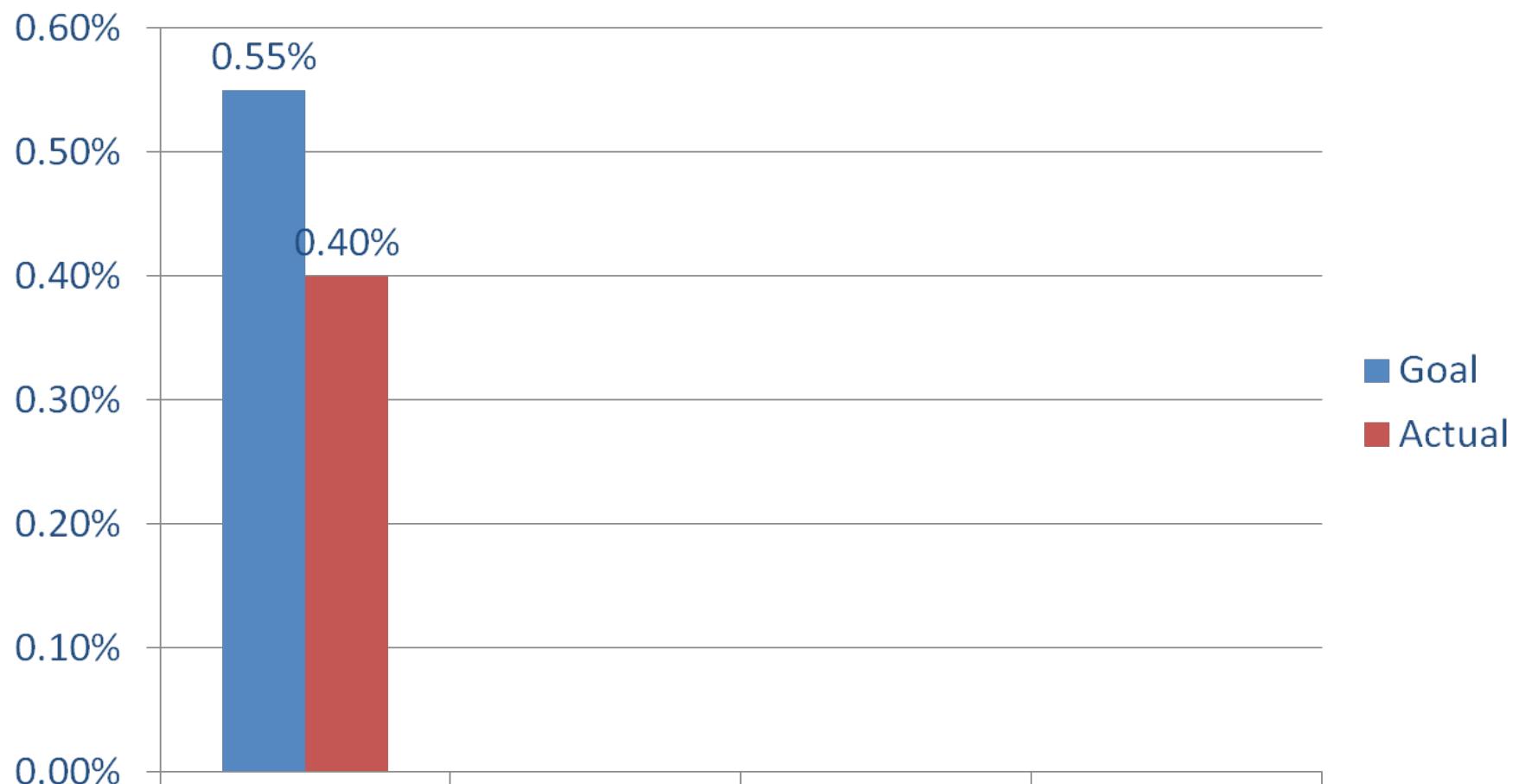


SERVICE DISABLED VETERAN-OWNED SMALL BUSINESS AWARDS

FY10 NSWC CRANE SDVOSB (\$4.7 Million)

As of January

18, 2011



NSWC CRANE

HOW YOU CAN HELP:

- 1. Identify Your Product or Service.**
- 2. Register Your Business-Obtain a DUNS Number contact Dun and Bradstreet.**
- 3. Register with Central Contractor Registration(CCR).**
- 4. Identify Your Target Market within DoD**
- 5. Explore Sub-contracting Opportunities.**
- 6. Provide effective responses to source sought notices.**

NSWC CRANE

HOW YOU CAN HELP:

7. Request Feedback and ask for a debrief.
8. Maintain Situational Awareness of Current and Emerging Needs.

(Small Business Innovation Research)

Market Your Firm Well!!!



For more information

Additional Resources:

- **Central Contracting Registration** www.ccr.gov
- **DoD Office Small Business Programs**
www.acq.osd.mil/osbp
- **Small Business Administration** www.sba.gov
- **Federal Business Opportunities** www.fbo.gov
- **NSWC Crane Business Opportunities**
www.navsea.navy.mil
- **DON Small Business Programs**
www.donhq.navy.mil/osbp

Buy Indiana Expo



Tuesday, October 25, 2011
9:00 AM – 3:00 PM EDT
French Lick Resort & Casino
8670 West State Road 56
French Lick, Indiana 47432



Registration:

Company _____
 Name _____
 Title _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 Email _____

Booth Information: Booth size approximately 10' W x 6' D
 Table Top _____ Free Standing _____
(If you do not require a covered 8' table, please check here _____)

Do you need:
 Electricity _____ (\$50.00 additional)

Fees:
 Registration on/before September 30, 2011: \$175.00
 Registration after September 30, 2011: \$190.00

Golf: Monday, Oct. 24 \$83.00/person \$ _____
Donald Ross Course, includes cart & boxed lunch.
Lunch at 11:00 AM; 11:30 AM tee time

Payment Options: Grand Total: \$ _____
 Check Enclosed Invoice
 Credit Card Visa MasterCard
 Card # _____ Exp Date _____
 Billing Address for Card _____

 3 Digit Verification Code _____ Date _____
 Signature _____

Tuesday lunch is on your own with a variety of options available at the Hotel and Casino. Expo space is wireless at no additional fee and all Expo booths include an 8' covered table unless noted above.

For Information Contact:
 Linton-Stockton Chamber of Commerce
 P. O. Box 208
 159 1st Street NW
 Linton, IN 47441
 Ph: (812) 847-4846
 Fax: (812) 847-0246
 Email: info@lintonchamber.org
 URL: www.lintonchamber.org

Hotel Reservations at:
 The French Lick Resort & Casino
 Ph: (888) 936-9360

Reservations made on or before 9/30/11 will be \$119.00. Valid Government card \$89.00. Please use group code 2011BUY when making reservations. Reservations made after 9/30/11 are subject to prevailing rates.

The purpose of the Buy Indiana Expo is to align Hoosier companies to unique opportunities to expand their business through contracts with government centers.

Under the "Buy Indiana" initiative, NSWC Crane solicits local area businesses first for purchases not expected to exceed \$25,000. They are especially interested in opportunities for bankcard purchases of \$3,000 or less.

The Buy Indiana Expo also includes breakout sessions with information about conducting business with the Federal Government and how SBA can assist with your business needs.



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**APBI
2011**



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